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THE CANADIAN TEXTILE DIRECTORY

A Handbook of all the Cotton, Woolen and other Textile manufactures of Canada, with lists of manufacturers agents and the wholesale and retail dry goods and kindred trades of the Dominion, to which is appended a vast amount of valuable statistics relating to these trades Fourth edition now in hand

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Editorial.

WOOL.

The Canadian wool market at the leading centres of the trade has almost a holiday air of leisure and inactivity in contrast with the feverish condition which characterized it at this period of last year. Wool is being taken up from the producers quite eagerly in the outlying country districts, but after passing into the hands of the local buyer or manufacturer, it seems to have little further effect on the market. The reason is that when exporters are quoting at 16 cents, and local dealers are competing with each

other to secure the wool at 17 to 19 cents, naturally the local dealer does the trade. Recently 70,000 lbs. of Canadian wool passed into the hands of a Canadian dealer on the Boston market at 27 cents. What this should mean to Canadian prices is at once evident when we deduct the duty of 12 cents per pound and freight and handling ½ cent each per pound.

The general storekeepers throughout the country have been buying freely ever since the clip came on the market, even those who do not usually handle wool being incited to trade in it this year by the fact that all local dealers who handled wool last season made money out of it. Once started buying a country storekeeper cannot shade his prices as the city dealer would. Local patriotism demands that he should attract trade to his village rather than to the neighboring sections, and frequent competition of one small dealer against another maintains prices within the town even more strongly than does the competition of two neighboring points. Buying at a price which prevents a turnover at a profit does not always imply a serious loss to the storekeeper. He rarely pays cash, or more than part cash, and he can afford some apparent loss in order to close long standing accounts or to dispose of goods on his shelves. The added price is often looked on in the nature of a bonus, given in order to retain profitable custom at the grist mill, sawmill, hotel or other business of the storekeeper.

The local mills are also competing and maintaining prices beyond what is apparently a profitable basis. In many instances the mills, however, are actuated much in the same way as the general storekeeper. It may be necessary to retain local trade or custom work would be lost; the manufacturer may be obliged for political reasons to retain his popularity by avoiding the appearance of price-cutting, or he may be interested in other industries.

The strength displayed by wool at present may also be somewhat owing to a strong feeling among the growers who have realized good prices last year and are determined to get as much as possible this year. Statistically, however, their confidence does not appear to be justified

INTERVIEW WITH M. J. TAYLOR, OF JOHN TAYLOR & CO.

After visiting the leading British and foreign textile centres in Europe, M. J. Taylor, of John Taylor & Co., Toronto, has returned to Canada very well satisfied with the prospects of trade both at home and abroad. In an